

Regional administrator meets Rhode Island general officers

SBA regional administrator Charles Summers, Jr. paid a courtesy call on Rhode Island's elected officials April 6 to pledge SBA's continued support and assistance to the state's small business community.

Summers was sworn in as regional administrator in March and has been traveling around New England meeting business leaders and elected officials.



Governor Donald Carcieri (left) and Regional Administrator Summers at the Rhode Island Statehouse

Mark S. Hayward to return as R.I. District Director

After eight months as acting regional administrator and acting director of the Massachusetts District Office, Mark S. Hayward will resume his duties as district director of the SBA Rhode Island office on May 2.

Hayward assumed the regional administrator's duties following the untimely death of Jeffrey Butland last August. Charles Summers, Jr. was sworn in as regional administrator last month. Maurice Dube, district director in St. Louis, will become DD in Massachusetts on May 2.



SBA announces 2005 Rhode Island Small Business Award winners

Dr. Joyce Gifford is the Small Business Person of the Year

The Rhode Island District Office has announced the winners of the 2005 Rhode Island small business awards. Ten small business owners and advocates were selected from among dozens of nominees.

The award winners will be honored during the annual Rhode Island Salute to Small Business celebration during the week of May 16-20.

The 2005 Rhode Island Small Business Person of the Year is Dr. Joyce R. Gifford, DVM, owner of Abbott Valley Veterinary Center in Cumberland, R.I.

Dr. Gifford funded her practice in 1998 with the last SBA direct 7(a) loan made in Rhode Island. She also received counseling from SCORE: *Counselors to America's Small Business*. Last year, Dr. Gifford opened a state-of-the-art veterinary center and pet grooming salon with SBA 504 and 7(a) loans through the Ocean State Business Development Authority and The Washington Trust Company.

Dr. Gifford and her family will attend the SBA Small Business Week celebration in Washington, D.C. April 26 and 27.



Dr. Joyce R. Gifford, DVM
2005 Rhode Island
Small Business Person of the Year

She will compete for the National Small Business Person of the Year Award with small business persons from the other 49 states, Puerto Rico and Guam.

The 2005 Rhode Island SBA Young Entrepreneur of the Year is Jeffrey Jordan, president of Rescue Productions, Inc., in Providence. Jeffrey has also captured the regional award and competed for the national designation.

The annual Salute to Small Business celebration will also include a series of professional development workshops, and an awards dinner to be held on May 17 at Kirkbrae Country Club in Lincoln.

2005 Rhode Island Small Business Award Winners



Jeffrey Jordan
President
Rescue Productions
Providence

**SBA Young Entrepreneur
of the Year**
Rhode Island and New England



Gordon Kilday, Jr.
President
Quonset Auto Body
No. Kingstown

Jeffrey H. Butland
Family-Owned
Small Business of the Year



Charles Reade, Jr.
President
Reade Advanced
Materials
East Providence

**Small Business Exporter
of the Year**



Laura DiSano
Senior Vice President
Bank of America
Providence

**Financial Services
Champion of the Year**



Louis Soares
Manager
Small Business Services
Rhode Island Economic
Development Corporation

**Minority Small Business
Champion of the Year**



Ann Marie Marshall
State Director
R.I. MicroEnterprise
Association
Providence

**Home-Based Business
Champion of the Year**



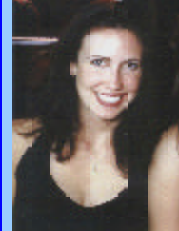
Diane Fournaris
Program Manager
R.I. Small Business
Development Center

**Women in Business
Champion of the Year**



**Lieutenant Colonel
Mathies Santos**
Executive Director
R.I. Committee,
Employer Support of
the Guard and Reserve

**Veteran Small Business
Champion of the Year**



Bridget Botelho
Reporter
Providence
Business News
Providence

**Small Business Journalist
of the Year**



April 26-27 - For registration information visit www.sba.gov/expo



Stephen D. Umberger

From the District Director's Desk

The 2005 Rhode Island Salute to Small Business celebration will be held during the week of May 16-20. The highlight of the week will be the awards dinner on Tuesday, May 17 at Kirkbrae Country Club in Lincoln.

The awards dinner is an opportunity to honor the 10 Rhode Island small business owners and champions who are this year's award winners. The winners are listed inside this issue of the Communicator.

We also are planning to present a series of free professional development workshops during the week.

Identity theft is in the news every day. It is a serious problem not only for individuals but also for the small business community. The SBA hosted a workshop with the Secret Service and the Rhode Island Attorney General's office on April 15 to present some valuable tips to safeguard your identity and what you can do if you become a victim. About two dozen people turned out for the workshop. We are planning more of these identity theft sessions in the near future around the state.

This is my last column as the acting district director. Mark Hayward will be returning to Rhode Island on May 2.

I want to take this opportunity to say how much I have enjoyed the past eight months here.

I truly enjoyed working with the Rhode Island District Office staff. They have a real commitment to the small business community and true professionals.

I also want to thank the small business community, the local resource partners and lenders along with the elected officials I have met.

I will not forget the friendships I developed here and look forward to visiting the Ocean State again soon.

My best wishes to each of you for continued success.

Rhode Island Small Business Development Center opens resource center in Pawtucket

The Rhode Island Small Business Development Center officially opened its new business resource center on May 24 with a ribbon cutting ceremony in downtown Pawtucket. The new center is located at 268 Main Street and is managed by RISBDC program manager Paula Rocha.

The resource center is dedicated to serving the Rhode Island business community with specific emphasis on artisan related businesses, non-English speaking entrepreneurs, and retail/Main Street development. The center will also provide training programs and no-cost technical assistance. Assistance can be provided to entrepreneurs in all



Ribbon cutting ceremony: (l-r) Senator Lincoln Chafee, Governor Donald Carcieri, Pawtucket Mayor James Doyle, Lt. Governor Charles Fogarty, and SBA Acting District Director Stephen Umberger open the RISBDC business resource center.

stages of their business cycle through the RISBDC's extensive statewide business network and highly qualified program

managers and consultants. The center phone number is (401) 722-0295.

SBA and resource partners will be at the Providence Business Expo

The Rhode Island District Office and its resource partners will be among the hundreds of exhibitors at the annual Greater Providence Chamber of Commerce Business Expo. The expo takes place at the Rhode Island Convention Center on April 26 and 27.

SBA will be at booth 818, SCORE in booth 835 and the Center for Women & Enterprise in booth 816. the Rhode Island Small Business Development Center will be at the Bryant University booth (915).

Top-notch professional speakers from around the country will be featured on the exhibition floor during the two-day expo.

SBA staff will be on hand both days to speak with entrepreneurs and discuss the many free programs and services available from SBA.

For more information, visit www.providencechamber.com.

Home-based business workshops scheduled in Pawtuxet Valley

The SBA, the Rhode Island MicroEnterprise Association, and the Pawtuxet Valley Chamber of Commerce are partnering to present a free workshop for home-based businesses during the month of April.

"Many of the world's largest businesses began in someone's home," said Ann Marie Marshall, state director of the R.I. MicroEnterprise Association. "This workshop will show entrepreneurs how to overcome many of the challenges faced by home-based businesses," Marshall said.

Topics covered during the workshop include a self-rating form, points to ponder when starting a small business, and how to write a business plan.

The workshop will be held on three consecutive Wednesdays at the following locations:

April 20, 1:00-3:00 p.m., Best Western Hotel, Exit 6 off Route 95, West Greenwich; and April 27, 5:00-7:00 p.m., Hampton Inn, 850 Center of N.E. Boulevard, Coventry.

Register online at www.sba.gov/ri and select the *Online Seminar Registrations* link, or call the SBA at (401) 528-4583.

SBA-Backed Loans Maintains Record Pace Through Second Quarter

American small businesses continued borrowing to start and expand their companies over the first six months of the current fiscal year, with backing from the SBA, on 27 percent more loans than in the same period a year ago.

In the first half of FY 2005, which began on Oct. 1, 2004, the SBA, through its private sector lending partners, approved 46,603 loans totaling \$6.98 billion under its flagship 7(a) guaranteed loan program, compared to 36,646 loans worth \$5.67 billion in the same period a year earlier, and 29,342 loans worth \$4.85 billion two years ago.

The gains are also reflected in the SBA's Certified Development Company, or 504, loan program. Through the first six months of the fiscal year, the 504 program had issued 3,871 loans worth \$2.04 billion, more than 4 percent ahead of the same period a year ago, when the program had 3,709 loans for \$1.75 billion.

Legislation signed into law in December makes more than \$21 billion available to small businesses through the SBA's two main loan programs. The budget gives SBA the capacity to support \$16 billion in small business lending under the 7(a) program and \$5 billion under the 504 program.

Additionally, the maximum government loan guarantee increased from \$1 million to \$1.5 million

SBA Communicator

News from the Rhode Island District Office

April 2005

Acting District Director

Stephen D. Umberger

Editor

Normand T. Deragon

SBA Communicator is produced by the U.S. Small Business Administration, Rhode Island District Office. Subscribe at www.sba.gov/list.

SBA and Fidelity present retirement planning series



Brian Lopes, a Fidelity Investments consultant, explains retirement plan options to small business owners.

The first in a series of free workshops on retirement planning for small businesses was held at the Kirkbrae Country Club in Lincoln on March 30.

The series is the result of a co-sponsorship agreement between the SBA and Fidelity Investments.

"Most small business owners are usually too busy with the day-to-day details of running their companies to think about planning for retirement," said Stephen Umberger, acting director of the SBA Rhode Island District Office. "This workshop series will provide the opportunity for entrepreneurs to learn about the importance of saving for retirement and the strategies for doing so," said Umberger.

Future workshops will cover the fundamentals of retirement income planning, and strategies for a successful retirement.

The next workshop is expected to be part of the small business week workshop series. Details will be announced soon.

Providence conference brings agencies, contractors and entrepreneurs together

Several hundred small business owners converged on the Rhode Island Convention Center in Providence on March 29 for the Alliance New England Small Business Procurement Conference.

More than 30 federal and state agencies and prime contractors staffed exhibits and conducted one-on-one interviews with entrepreneurs seeking to do business with the government.

SBA procurement specialists were on hand to assist entrepreneurs in understanding the contracting process and provided guidance on how to become certified under the HUBZone contracting program, and heard about the SBA's 8(a) and Small Disadvantaged Business certifications.



SBA regional administrator Charles Summers, Jr., welcomed attendees to the procurement conference.

In addition to the matchmaking appointments, workshops were conducted throughout the day on a variety of procurement-related topics.

For more information about SBA contracting assistance contact the Rhode Island District Office at (401) 528-4561.

Rhode Island SBA lenders participate in district office roundtable

More than two dozen Rhode Island SBA lenders participated in a roundtable discussion at the SBA District Office. Similar sessions have been held in the past to provide an opportunity for lenders to discuss SBA loan programs and for the SBA staff to update lenders about program changes.

The discussion centered on the SBA centralization of purchase guaranty and liquidation in Herndon, Virginia and the 504 centralized loan processing in Sacramento, California.



Marilyn Bogue, SBA Finance Team Leader, listens to a comment made during the lenders roundtable.

Lenders also asked that lines of communication with Washington be open to discuss policy issues.



Rhode Island Success Story

Coastal Extreme Brewery: Home of Newport Storm Middletown, RI

Brent Ryan has been an entrepreneur since his junior year in high school. He took a summer job painting houses, and by the following summer, Brent had formed Ridgefield Exterior Painting, a fully licensed and insured painting business in his home town of Ridgefield, Connecticut. During that time Ryan learned some valuable lessons about starting, managing, and expanding a business.

During the next four summers, Brent continued to operate his painting company, seeking out potential customers, estimating job costs, hiring painters, and completing large and small exterior paint jobs.

Brent graduated with honors from Fairfield College Preparatory School in Fairfield, CT, entered Colby College in Waterville, Maine where his extracurricular activities included advertising manager for the college newspaper and the college NCAA Division I Ski Team. He graduated in 1997 with degrees in Biochemistry and Mathematical Economics.

Brent learned how to brew beer while in college when a friend gave him a home brewing kit. He experimented with beer brewing for his fraternity brothers.

After graduation, Brent and a college roommate, Derek Luke, discussed the possibility of starting a microbrewery. Meanwhile, Brent took a job in the marketing research department at Glaxo-Wellcome, one of the largest pharmaceutical companies in the world. This did not distract him from his dream of opening a microbrewery. He continued to research the idea and began working on a business plan with his friend Derek.

The fundraising for the microbrewery project began in the fall of 1998. At the same time Ryan also incorporated the Coastal Extreme Brewing Company as a limited liability corporation. Brent met with Russell Gaston at Coastway Credit Union



Brent Ryan and friends at a recent business expo

for additional financing to purchase equipment, supplies, and inventory. The credit union was receptive to his business plan and Ryan closed on the SBA-backed loan in May 1999.

As the search for adequate capital continued, Ryan began to look for the right location for the brewery. He chose Rhode Island because the state did not have a microbrewery. Ryan contacted a few of his college friends and together they began to assemble the brewery in a business park in Middletown.

Ryan used the loan proceeds to purchase used stainless steel vats and other brewery equipment. On Father's Day 1999, the first batch of Newport Storm Hurricane Amber Ale was brewed.

Revenue has increased steadily and distribution of the Newport Storm beer and ale brands has spread from Rhode Island to southeastern Massachusetts, eastern Connecticut, and New York City.

Rhode Isl and SBA Bank Rank

Fiscal Year 2005 (YTD) – October 1, 2004 to March 31, 2005

7(a) Approved Loans by SBA Lenders by Loans and Volume

1. Citizens Bank of Rhode Island	261	\$10,890,100
2. BankRI	38	\$5,542,500
3. The Washington Trust Company	34	\$6,925,600
4. Coastway Credit Union	30	\$5,744,500
5. Bank of America	28	\$4,259,000
6. Sovereign Bank New England	24	\$2,907,100
7. Capital One F.S.B.	15	\$675,000
8. Independence Bank	6	\$2,910,000
9. CIT Small Business Lending	5	\$2,346,000
10. Freedom National Bank	5	\$555,000
11. Innovative Bank	4	\$20,000
12. UPS Capital Business Credit	3	\$2,285,000
13. Commerce Bank and Trust Company	2	\$962,000
14. Home Loan & Investment Bank	2	\$600,000
15. BCP Bank, N.A.	2	\$387,500
16. Webster Bank, N.A.	2	\$50,000
17. United Midwest Savings Bank	1	\$1,450,000
18. Bristol County Savings Bank	1	\$600,000
19. Skylands Community Bank	1	\$250,000
20. Stearns Bank, N.A.	1	\$243,500
21. Greenwood Credit Union	1	\$180,000
22. Business Development Company of Rhode Island	1	\$150,000
23. Unity Bank	1	\$140,000
24. Fall River Five Cent Savings Bank	1	\$95,000
25. Charter One Bank, N.A.	1	\$55,000

Total 7(a) Loans: 470 \$50,222,800

Certified Development Companies (504 Loans)

1. Ocean State Business Development Authority	8	\$6,663,000
2. Rhode Island Community Investment Corporation	1	\$193,000
Total 504 Loans	9	\$6,856,000

Participating Lenders – SBA 504 Loans

1. BankRI	3	\$2,261,250
2. The Washington Trust Company	2	\$2,685,000
3. Bank of America	2	\$2,764,700
4. Citizens Bank	1	\$580,000
5. Sovereign Bank New England	1	\$500,000

SBA MicroLoans

These loans were made through the SBA-approved, non-profit, intermediary.

Rhode Island Coalition for Minority Investment 5 \$114,000

Total Loans 485 \$57,192,800